

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT				1. Contract ID Code Firm-Fixed-Price		Page 1 Of 17	
2. Amendment/Modification No. 0002		3. Effective Date		4. Requisition/Purchase Req No. SEE SCHEDULE		5. Project No. (If applicable)	
6. Issued By TACOM AMSTA-LC-CJBB LAURA ARTZ (810)574-7482 WARREN, MICHIGAN 48397-5000 HTTP://CONTRACTING.TACOM.ARMY.MIL EMAIL: ARTZL@TACOM.ARMY.MIL		Code W56HZV		7. Administered By (If other than Item 6) Code			
				SCD		PAS	
				ADP PT			
8. Name And Address Of Contractor (No., Street, City, County, State and Zip Code)				<input checked="" type="checkbox"/>		9A. Amendment Of Solicitation No. DAAE07-01-R-T037	
						9B. Dated (See Item 11) 2001MAY16	
				<input type="checkbox"/>		10A. Modification Of Contract/Order No.	
						10B. Dated (See Item 13)	
Code		Facility Code					
11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS							
<input checked="" type="checkbox"/> The above numbered solicitation is amended as set forth in item 14. The hour and date specified for receipt of Offers <input type="checkbox"/> is extended, <input checked="" type="checkbox"/> is not extended. Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended by one of the following methods: (a) By completing items 8 and 15, and returning <u>2 signed</u> copies of the amendments: (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.							
12. Accounting And Appropriation Data (If required)							
13. THIS ITEM ONLY APPLIES TO MODIFICATIONS OF CONTRACTS/ORDERS It Modifies The Contract/Order No. As Described In Item 14.							
<input type="checkbox"/> A. This Change Order is Issued Pursuant To: The Contract/Order No. In Item 10A. The Changes Set Forth In Item 14 Are Made In							
<input type="checkbox"/> B. The Above Numbered Contract/Order Is Modified To Reflect The Administrative Changes (such as changes in paying office, appropriation data, etc.) Set Forth In Item 14, Pursuant To The Authority of FAR 43.103(b).							
<input type="checkbox"/> C. This Supplemental Agreement Is Entered Into Pursuant To Authority Of:							
<input type="checkbox"/> D. Other (Specify type of modification and authority)							
E. IMPORTANT: Contractor <input type="checkbox"/> is not, <input type="checkbox"/> is required to sign this document and return _____ copies to the Issuing Office.							
14. Description Of Amendment/Modification (Organized by UCF section headings, including solicitation/contract subject matter where feasible.) SEE SECOND PAGE FOR DESCRIPTION							
Except as provided herein, all terms and conditions of the document referenced in item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.							
15A. Name And Title Of Signer (Type or print)				16A. Name And Title Of Contracting Officer (Type or print)			
15B. Contractor/Offeror (Signature of person authorized to sign)		15C. Date Signed		16B. United States Of America By (Signature of Contracting Officer)		16C. Date Signed	
NSN 7540-01-152-8070 PREVIOUS EDITIONS UNUSABLE				30-105-02		STANDARD FORM 30 (REV. 10-83) Prescribed by GSA FAR (48 CFR) 53.243	

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Name of Offeror or Contractor:

- SECTION A - SUPPLEMENTAL INFORMATION
1. This documents constitutes amendment 0002 to this RFP. You must acknowledge receipt of this amendment with your proposal.
 2. See clause K-25. The last sentence of the first paragraph has been rewritten to clarify how the technical evaluation will be done.
 3. The Government anticipates an award within 30 to 45 days after the date of RFP closing.

*** END OF NARRATIVE A 002 ***

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Name of Offeror or Contractor:

SECTION K - REPRESENTATIONS, CERTIFICATIONS, AND OTHER STATEMENTS OF OFFERORS

SECTION K

*** END OF NARRATIVE K 001 ***

K-12 Proposal Preparation Instructions and Content

a. The proposal shall be submitted electronically in the format and quantities set forth below. All proposals shall be in English (American Standard) language. The electronic proposal shall be used for the purpose of determining late proposal submissions. All proposals shall be in U.S. dollars. In preparing proposals, the offeror shall cross-reference their response within each section of the proposal to the pertinent evaluation criteria in Section K instructions 12 through 19. Each section of the proposal shall be separable to facilitate review by the Government. Your proposal shall include all information specified and address all requirements outlined in Section K Instructions 12 through 19.

b. The offeror's proposal/offer as required by this section shall be evaluated as set forth in Section K paragraph 20 through 27 of this solicitation.

c. The proposal shall be submitted in six separate volumes/electronic folders. The volumes/electronic proposals shall be clearly labeled as:

<u>VOLUME NUMBER</u>	<u>CONTENTS</u>	<u>NUMBER OF COPIES</u>
Volume I	Certification/Representations	1 Electronic/1 paper copy
Volume II	Schedule Area Proposal	1 Electronic/1 paper copy
Volume III	Technical Area Proposal	1 Electronic/1 paper copy
Volume IV	Price Area Proposal	1 Electronic/1 paper copy
Volume V	Past Performance Area Proposal	1 Electronic/1 paper copy
Volume VI	Small Business Participation Area Proposal	1 Electronic/1 paper copy

d. In addition to the electronic proposal, one paper copy of each separate volume shall be sent to the Bid Opening Office identified in Block 9 of SF 1449, clearly labeled and in a separate binder. The paper hard copy shall be identical to the electronic proposal submission. Each page shall be in the appropriate volume/folder and be numbered. An index shall be provided with each section of each volume with reference to page numbers. Separate drawings may be submitted on videotape or in other file formats or media. However, specific formats and media of supporting data should be checked with the Government, Ms. Laura Artz, before submission to insure compatibility.

e. Submission of Magnetic Media. The electronic versions of Volumes II, IV, V and VI shall utilize the Windows 6.0/95 (or higher) version of Microsoft Word or compatible software. The electronic version of Volume IV (Price Area Proposal) shall use Microsoft Excel (Version 5 or higher) or comparable software, such as Lotus 1-2-3 on 3.5" floppy disks, zip file, CD-ROM or a combination. All volumes shall be on separate disks/CDs and appropriately labeled, numbered and cross-referenced to the hard copy proposal.

f. Definitions
Required Capabilities: The capabilities that are designated in the scope of work as "required" are minimum capabilities that are mandatory.

Desired Capabilities: The capabilities that are designated in the scope of work as "desired" are not mandatory capabilities. You are allowed to propose to provide incremental additional capabilities in excess of the minimum capability. The Government will evaluate incremental additional capabilities.

Achieving OEM performance after armor: Vehicle characteristics to be maintained as close to OEM characteristics as possible.

g. The Government's delivery schedule objective is to have all 15 vehicles delivered in 50 days after the date of the award(s). The Government will only consider awarding the vehicles in sets of five for each vehicle group. Offerors are allowed to submit proposals for 5, 10 or 15 vehicles. Offerors are allowed to submit offers in up to seven proposal variations:

1. 5 vehicles: Ford F-150 Crew Cab pick up trucks only
2. 5 vehicles: Ford Expeditions only
3. 5 vehicles: Ford-based vans or shuttle buses only
4. 10 vehicles: Ford F-150 Crew Cab pick up trucks and Ford Expeditions only
5. 10 vehicles: Ford F-150 Crew Cab pick up trucks and Ford-based vans or shuttle buses only
6. 10 vehicles: Ford Expeditions and Ford-based vans or shuttle buses only
7. All 15 vehicles: Ford F-150 Crew Cab pick up trucks and Ford Expeditions and Ford-based vans or shuttle buses only

h. You have seven possible proposal variations listed above. With consideration of all of the possible proposal we want you to

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give us your "best" proposal based on the evaluation criteria established in section K paragraph 20 through 27 of this RFP. This proposal must at a minimum meet all required capabilities for each of the proposed vehicle types, and offer the total quantity for one or more of the vehicle types. If you wish you may provide alternative proposal(s) to this RFP, and for purposes of proposal preparation, the offeror's proposal shall be structured utilizing a "baseline proposal" which will be your "best" proposal" You are instructed to submit a second Proposal CLEARLY MARKED AS ALTERNATE PROPOSAL that only addresses any changes to the baseline proposal that you are offering as alternates. In addition to any change in the other five proposal volumes, the alternate proposal shall identify each of the alternate capabilities that you are offering in the Technical Area. You shall explain what you are proposing for each alternate capability in terms of how it differs from the baseline vehicle capability. You must clearly state how your materials, approach, methods, features, schedule and price differ between the baseline vehicle and the desired capability that you are offering. Describe your rationale for materials selection for each level of protection, and describe your fastening methodology for armor protection for each level of protection. The Government will evaluate each configuration based upon the differences from the baseline vehicle, as identified by the offeror.

For example, if submitting all 7 proposal variations, your submission for proposal variation number 7 may reflect a baseline proposal and, on an individual proposal variation basis for the other 6 proposal variations, the offeror would identify any proposal revisions, to the proposal variation 7 baseline, as applicable to variations 1-6 in each of the 5 Evaluation Areas (Schedule, Technical, Price, Past Performance, Small Business Participation).

K-13 VOLUME I - CERTIFICATIONS/REPRESENTATIONS (1 Electronic/1 Paper copy) In this volume offerors will provide:

- a. One copy of SF 1449 signed by a person authorized to sign bids, quotations or proposals on behalf of the offeror. Include completed fill-ins of SF 1449 blocks 17, 17b, 30, 30b and 30c.
- b. One copy of this solicitation (Sections A-K) with all fill-ins completed.
- c. A list of any exceptions the offeror takes to any term, condition or requirement contained in the solicitation and the basis for each exception.

Criteria:

K-14 Volume II Schedule Area: (1 Electronic/1 Paper copy)

- a. The Schedule Area will be assessed at the Area level only. There are no Elements or Factors under the Schedule Area.
- b. This RFP includes no required delivery schedule. As a result, for contract formation purposes, the schedule included in the final proposal revision under this negotiated acquisition, will become the operative contractual delivery schedule, for each offeror, in the event of the award of a contract. For evaluation purposes only, the RFP includes an objective delivery schedule. This objective delivery schedule seeks to achieve armored vehicle inspection, acceptance and delivery, to the FOB Destination point, within 50 days of the date of the contract award. Offeror will be evaluated, as prescribed in Section K paragraphs 20 through 27, relative to how well their Schedule Area proposals credibly achieve this objective schedule.
- c. Within the Schedule Area volume, the offeror shall identify its proposed delivery schedule(s), stated in terms of days after date of a contract award. The Delivery schedule objective is to have all 15 vehicles delivered in 50 days after the date of the award. The Government will only consider awarding the vehicles in sets of five for each vehicle group. Offerors are allowed to submit proposals on 5, 10 or 15 vehicles. Offerors are allowed to submit a delivery schedule for each of the different vehicle combinations that the offeror is proposing to supply:

- 1. Supply 5 vehicles: Ford F-150 Crew Cab pick up trucks only
- 2. Supply 5 vehicles: Ford Expeditions only
- 3. Supply 5 vehicles: Ford-based vans or shuttle buses only
- 4. Supply 10 vehicles: Ford F-150 Crew Cab pick up trucks and Ford Expeditions only
- 5. Supply 10 vehicles: Ford F-150 Crew Cab pick up trucks and Ford-based vans or shuttle buses only
- 6. Supply 10 vehicles: Ford Expeditions and Ford-based vans or shuttle buses only
- 7. Supply 15 vehicles: Ford F-150 Crew Cab pick up trucks and Ford Expeditions and Ford-based vans or shuttle buses only

The offeror's proposed delivery schedule, following evaluation by the Government, will be included in the offeror's final proposal revision. In support of the proposed delivery schedule, the offeror shall provide supporting information to substantiate the achievability of the proposed delivery schedule.

- d. Production Considerations
 - 1. In a straightforward manner as possible, describe your production schedule for the vehicle type(s) that you are offering. If you are proposing both protection levels (required and desired) provide schedule milestones for each level.

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2. Specifically, provide a Time Phased Critical Path of essential events necessary to ensure delivery of vehicles conforming to the offeror's proposed technical approach and the Purchase Description requirements. The offeror's time phased critical path and substantiating information shall include the following:

- (a) Identify all Long Lead-Time Items (LLTI) and scheduled issuance of Purchase orders for such LLTI. LLTI are defined as both (a) any items with over 14 days lead time and (b) regardless of the length of lead time, LLTI items include the base vehicle, windshield and proposed armor package.
- (b) Receipt of LLTI Material (also include substantiating information, from each LLTI vendor, confirming availability of the respective LLTI items within the lead times proposed by the offeror).
- (c) Assembly time
- (d) Paint
- (e) Testing
- (f) Final preparation for shipment, acceptance, and transportation to FOB Point.

3. Include a GANTT chart (MS Project 2000 preferred), and highlight lead-time(s) applicable to LLTI supplier components. Also, identify time line for preparation of shipping documents, carrier coordination, and final Government acceptance. Assume a contract award on day one. Include one day for Government testing of the first vehicle of each type. Highlight any other assumptions you make. Show or explain your calculation of Long Lead-Time Items (LLTI) and Production Lead-Time (PLT) and final deliveries under the scenarios.

4. Final Preparation, Acceptance and Delivery to the FOB Point. The offeror shall provide specific documentation substantiating plans for, and method of delivery to, the FOB site. Include any specific agreements/commitments from carriers to validate the achievability of the proposed delivery milestone. Address Customs clearance requirements and arrangements.

K-15 Volume III Technical Area (1 Electronic/1 Paper copy)

a. The Technical Area consists of three elements: Element 1- Ford F-150 Crew Cab short bed pick up trucks; Element 2- Ford Expeditions; and Element 3- Ford-based vans or shuttle buses with seating capacity for 15 passengers. Each of these three elements has the identical three factors. The three factors are: Factor 1 - Armoring Design/Technical Approach, and Factor 2-Vehicle Performance and Integration Considerations and Factor 3-Experience. The three Elements are of equal importance. Under each Element Factor 1 is the most important, and is more important than Factor 2 and Factor 3. Factor 2 and Factor 3 are of equal importance.

For each of the three technical elements, provide the following Factor information:

1. Factor 1 - Armoring Design/Technical Approach. PROTECTION APPROACH TO THE BALLISTIC THREATS

(a) Fully explain your Design/Technical Approach to vehicle armor protection for each of the proposed vehicle types. Address ONLY the ballistic material performance features of the vehicle, as set forth in paragraph I21a., and the ballistic construction design requirements per paragraph I21b. and c. The description shall clearly identify the level and completeness of protection in the 360 degree horizontal plane plus roof, floor, window and door seams, and firewall including protected gas tank, engine computer, battery and operable front windows.

(b) Use Level 1 drawings for clarity, depicting each of the following views: top, side, bottom, pillar post, firewall, rear and door (detail, including hinge) for each proposed model. Describe in sufficient detail your proposed approach to meet Ballistic Performance requirements for the armor protection levels required and/or desired, as set forth in paragraph I21a., and ballistic construction design requirements per paragraph I21b., of the Contract. Identify all armor gaps throughout the vehicle and substantiate, for each gap, that the gap conforms to Statement of Work requirement (See section I paragraph 21b.1.,) addressing armor gaps. Specifically address the location and size of the gap and what you have done to minimize the gap's effect on ballistic protection.

(c) Identify the manufacturer/supplier for all armoring materials proposed. Provide sample certifications of the ballistic certification for all armoring materials proposed. Tell us your certification process including schedule milestones for obtaining ballistic certifications. (See requirement I21a. which specifies armor certification for all proposed armor types.) Offerors proposing armor types which are not certified on the date of RFP closing will be ineligible for award of any supplies involving an uncertified armor type).

2. Factor 2-Vehicle Performance and Integration Considerations

(a) RESULTING IMPACTS TO THE VEHICLE AND USERS, GIVEN THE DESIGN/TECHNICAL APPROACH PROPOSED.

(1) Address the relationship of your materials selection and fastening methodology to the Vehicle Performance and Configuration issues as set forth in paragraphs I 21 b. and I 21 c. of the Contract. Fully explain how automotive functionality and anything else impacted by the armor design, interior and exterior appearance, and environmental features are retained as close to OEM characteristics as possible. At a minimum, your proposal should address the areas listed below.

- i What upgrades are you proposing to the suspension system, attachment points and related infrastructure?

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- ii How will you achieve balanced structural loads?
- iii How are you modifying the vehicle to achieve the required/desired after armoring:
acceleration,
top speed,
braking,
cornering
- iv What drive train, couplings, and related infrastructure component modifications are you proposing.
- v How does your design address the shock and vibration of secondary roads to ensure that the armor does not come loose, break/crack or rattle or squeak.
- vi Describe any modifications proposed to enhance Safety (e.g., suspension, brakes). Address other safety-related features including seat and seatbelt attachments, and the overall effect on the center of gravity.
- vii Explain or provide a sample of applicable vehicle safety certifications or analysis.
- viii Explain how you have made the outward appearance inconspicuous. Provide photographs or artist drawings of your proposed vehicles' outward appearance which demonstrate that you have met this requirement.

(2) Show your armor weight analysis and derive the impacts to payload capacity. Provide a matrix for each proposal vehicle type listing/subparagraph (i) the after armoring curb weight in pounds, and (ii) the after armoring payload capacity in pounds.

(3) Address your approach and placement/performance assumptions regarding the ballistic and non-ballistic vehicle features specified in section I20. Specifically address the proposed vehicle configuration, the rear axle ratio, and all other subparagraphs using the matrix format (MS Excel preferred) at Appendix A.

(4) Identify whether the offered vehicles are built for export or are "Grey market" vehicles. If you are offering "Grey market" vehicles (vehicles not built for export), specifically identify the necessary modifications you will make to the base vehicle to bring it to a level equivalent to an export built vehicle for Colombia.

(b) Quality.
NOTE THAT your response to this paragraph should stress general applicability to any vehicle model, unless otherwise noted.

(1) Briefly, introduce how you will ensure delivery of a quality vehicle that meets contract requirements. Then, as part of this Factor, you MUST propose a specific individual Vehicle Inspection Record (VIR) that you intend to use and apply to this effort. The VIR must include a comprehensive Final Inspection, fit, finish and automotive performance checklist. Your VIR may be incorporated by reference into the resulting contract. A sample VIR format of the minimum required inspection characteristics is provided at appendix B. Finally, if not already addressed in your VIR, any other pre-production, interim, assembly and quality control oriented items you consider important should be described next.

(2) Address your training and certification procedures for ensuring that personnel assigned as welders are qualified in armor steel welding techniques. Specifically address whether your welders are certified under American Weldment Society (AWS) Standard D 1.1 Structural Welding Code Steel.

(3) Address in general the ballistic certification process, and in particular, your process/procedures for ensuring optical quality of the transparent armor. Describe how you test the transparent armor for optical clarity and what standard(s) is used to determine acceptable/unacceptable clarity and distortion. Summarize your design process capability to adapt the vehicle models. Give examples of how you adapted to, or overcame difficult or unexpected situations involving vehicle configurations.

(4) Address your included warranty in conjunction with paragraph I20f. Specifically address your, or the manufacturer's or vendor's warranty on transparent armor. Describe how you would redress a valid warranty claim on transparent or opaque armor, for vehicles located in Colombia. Describe for each vehicle type the Ford warranty that is available and being assigned. Describe any additional warranty coverage that you are proposing.

3. Factor 3 - Experience:

(a) The offeror shall discuss its prior experience, as performed within three years of the date of this RFP, in the armoring of vehicles. The offeror shall identify prior experience involving the design and installation of armor of similar vehicles. Regarding prior experience, the offeror shall provide the following:

- (1) Contract Number
- (2) Contract Performance Period
- (3) Total quantity of armored commercial vehicles produced under the listed contracts.
- (4) Average Rate per month of Delivery, and maximum rate delivered in a single month
- (5) Government or Commercial contracting activity and the name, telephone number and e-mail address of the Procuring Contracting Officer (or equivalent for a Commercial contract).
- (6) Provide an estimate of your current annual production capacity (in units per year), and specify the number of armored vehicle units produced for all customers during the past 12 months. Address your ability to handle the surge production activity for the vehicles you are proposing in conjunction with your existing workload.

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(7) Identify the manufacturing/production facilities including locations, space and any unique equipment where you intend to perform the work on this contract.

(8) Describe the relevance of the design, development, and installation experience to the offeror's proposed Technical Approach. Include a description of the extent that the vehicles provided under the prior contract, meet the performance requirements of the contract.

(b) If you have no, or limited prior experience, but have key personnel who do have meaningful experience in the performance of recent/relevant contracts/subcontracts with a previous employer, such experience may be considered under this evaluation. In this regard, and in addition to providing the information in paragraph (a)(1-8) above, identify the roles and responsibilities to be played by key personnel in the offeror's proposed performance approach, and describe the extent to which this proposed role is similar to prior roles/responsibilities with a previous employer.

(c) The offeror shall also discuss its prior experience in obtaining certification for ballistic performance verification tests conducted in accordance with the American Society of Testing Materials (ASTM) Standard F1233-95, Standard Test Method for Security Glazing Material and Systems. State what experience you have with freight forwarders and deliveries to this specific destination.

K-16 Volume IV Price Area: (1 Electronic/1 Paper copy)

- a. There are no Elements under this Area.
- b. The Price Area shall include the prices for all CLINs set forth in Section B of this RFP. All prices, as well as any pricing information provided as a result of these instructions, shall be in U.S. dollars.
- c. In support of the reasonableness of the proposed price for each CLIN, provide data/information showing recent pricing of like or similar items as sold to other customers. Also, provide, for each CLIN, pricing support information for essential material components including the basic vehicle, armor, power train (if not in the basic vehicle price) and suspension (If not in the basic vehicle price).
- d. The government has approximately \$1,600,000 to fund the award of the fifteen armored vehicles and \$200,000 to pay all transportation expenses. Separately price the transportation of the completed vehicles to Colombia under CLIN 0007 of your offer.
- e. The above information is intended to establish the reasonableness and the affordability of the offerors' proposed price.

K-17 Volume V Past Performance Area: The Past Performance Area has no Elements.

- a. Offerors' shall provide the following information:
 - 1. Provide information for your recent, relevant contracts, and those of your proposed major or critical subcontractors, including Federal, State and local government and private industry contracts. Recent contracts are those with any performance-taking place approximately within three (3) years previous to the date of solicitation issuance. Relevant contracts are those which are similar in scope to the requirements of this solicitation. Commercial contracts may be included. Each past contract does not have to meet all of the requirements below to be considered relevant, but we are especially interested in the following information on contracts that you submit in accordance with this Area:

Application of armor plate to commercial automobiles/trucks
 - 2. Provide the following for each prior Contract identified by the offeror as being recent/relevant to the instant effort:
 - (a) Identify in specific detail why or how you consider the historical contract effort to be relevant or similar to the approach you propose to meet the requirements of this solicitation. Provide a description of the scope of work requirements and a discussion of similarities between the contract scope you are reporting and the scope of this solicitation.
 - (b) Identify your (and any partners' or significant subcontractors') CAGE and DUNS number.
 - (c) Government or commercial contracting activity technical representative, address, telephone number, facsimile number and Email address.
 - (d) If a U.S. Government contract, Procuring Contracting Officer and Administrative Contracting Officer name, address, telephone number, facsimile number and Email address. If not a U.S. Government contract, the equivalent information for foreign Government or commercial contracts.
 - (e) Contract Number.
 - (f) Contract Type.
 - (g) Award Price.
 - (h) Production Quantities and rate of production.

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- (i) Overall dates of contract performance.
- (j) Identification of Customer.
- (k) Final, or projected final, Price.
- (l) Original contract delivery schedule requirements.
- (m) Final, or projected final requirements.
- (n) For any proposed contracts that did not or do not meet the original contract requirements with regard to cost, schedule or technical performance, provide a detailed explanation of the reasons for such shortcomings and any demonstrated corrective actions taken to fix the problem and avoid reoccurrence.
- (o) Provide a brief narrative explanation that describes the objectives achieved to date on each contract. If it is a U.S. Government contract, the offeror shall also provide a copy of any Cure Notices or Show Cause Letters received on each contract listed and a description of any corrective action taken by the offeror or partner or significant subcontractor.

b. Cancellations or Terminations.
Identify any recent contracts (in the last 3 years) which have been terminated or cancelled for any reason, in whole or in part, to include those currently in the process of termination and those not similar to the proposed effort. Include prime contracts, and any contracts under which you were a subcontractor. Provide the information requested above for any of these contracts. If there were no terminations or cancellations, please state that. The contractor shall list each time the delivery schedule was revised and provide an explanation of why the revision was necessary.

c. Corporate Entities.
If any contract was performed by a corporate entity or division other than the corporate entity or division that would perform the work under this solicitation, please identify them and indicate to what extent those entities will perform work under this effort. If they have relocated or changed ownership since performance of the listed efforts, please describe any changes in terms of personnel, facilities or equipment, from those expected to perform this effort.

d. Key Personnel.
If you have limited or no recent or relevant past performance, but have key personnel who will be playing a significant role in this contract performance and who have had significant and similar responsibilities in conjunction with recent, relevant contracts or subcontracts with a previous employer, we may consider this experience in our evaluation of performance risk. In order for us to consider such experience, please identify these essential personnel, their roles and responsibilities for their previous employer and their roles and responsibilities as planned for the current solicitation requirement.

e. Also, provide similar information to that identified in Section K 17 paragraphs a.2.(a) through a.2.(o) above, for the recent, relevant contracts of the predecessor company.

f. Predecessor Company.
Likewise, if you or a significant subcontractor have relevant and recent performance history only as part of a predecessor company, we may consider that past performance in our evaluation of performance risk. Please provide the information identified in Section K 17 paragraphs a.2.(a) through a.2.(o) above and the Paragraphs addressing "Cancellations or Terminations" and "Corporate Entities", for those recent, relevant contracts of that predecessor company.

g. We may use data you provide and data we gather independently from other sources to evaluate past performance. Since we may not interview all the sources you provide, it is incumbent upon you to explain all the data you provide. We do not assume the duty to search for data to cure problems we find in proposals. The burden of providing thorough and complete past performance information remains with the offerors. We may assign a higher risk rating to your proposal, or reject your proposal if it does not contain the information requested.

K-18 Volume VI Small Business Participation Area: (1 Electronic/1 Paper copy)

The Small Business Participation Area will be assessed at the Area level only. There are no Elements or Factors under the Small Business Participation Area.

a. Offerors are to identify the extent to which small businesses (SBs), small disadvantaged businesses (SDBs), woman-owned small businesses (WOSBs), historically black colleges/universities or minority institutions (HBCU/MIs) and HUBZone Small Businesses (HUBZone SBs) would be utilized in the performance of this proposed contract. For small businesses, as defined by the Standard Industrial Code applicable to this solicitation, the offeror's own participation as a SB, SDB, WOSB, HBCU/MI or HUBZone SB is to be identified, and will be considered in evaluating small business participation.

- b. The offeror is to address the following factors in detail.**
 - 1. All offerors are to provide:**
 - (a) the names of SBs, SDBs, WOSBs, HBCU/MIs and HUBZone SBs who would participate in the proposed contract, identifying specific components to be produced or services to be performed by them, and the estimated total dollars of such work;

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(b) a description of the offeror's performance, over the past five calendar years, in complying with the requirements of FAR 52.219-8, including description and available documentation of the methods employed to promote small business utilization and the internal methods used to monitor such utilization.

2. Offerors who are large businesses, as defined by the Standard Industrial Code applicable to this solicitation, are also to provide a description of their performance over the past three calendar years in complying with the requirements of FAR 52.219-9, including documentation of their accomplishment of the goals established under Subcontracting Plans of prior contracts. Large businesses, which have never held a contract incorporating 52-219.9, shall so state.

K-19 Authorization for Third Party Evaluation

(a) Offerors are hereby notified that the Government has utilized two non-Government contractor employees in the preparation of this RFP. It is the Government's intention to have two (2) non-Government participants to advise the Source Selection Evaluation Board on Proposals, in the Technical and Schedule Areas. Both non-Government advisors work for Premier Professional Systems, Inc., 38700 Van Dyke Ave Suite 201 Sterling Heights MI 48312. Contact Mr. Paul Funk at telephone 810-264-8856.

(b) Both the individual evaluators and their organization will be required to execute Conflict of Interest and Non-disclosure certifications. The evaluators will be restricted to reviewing only those portions of the proposal where their expertise is required. Also, the non-Government evaluators will provide input to the Government, in their areas of expertise, but shall not determine the ratings of offerors.

(c) You are required to negotiate a separate agreement with Premier Professional Systems, Inc which allows them access to your proposal and any proprietary information. You must provide a copy of this agreement as part of your proposal.

K-20 EVALUATION AREAS FOR AWARD PROPOSALS AND DISCUSSIONS: The Government intends to make an award(s) under this RFP with discussions. No information regarding proposals received will be furnished prior to completion of evaluation, discussion, and award of the contract.
The Government plans to award up to three contracts for the Armored Vehicles subject to the provisions contained herein. The evaluation of proposals submitted in response to this solicitation shall be conducted on a source selection basis utilizing a "tradeoff" process to obtain the best value to the Government. The Government will weigh the evaluated proposal (other than the Price Area) against the evaluated price to the Government. As part of the tradeoff determination, the relative advantages and/or disadvantages of each proposal shall be considered in selecting the proposal(s) that represent the best overall value to the Government.

K-21 CONTRACTOR RESPONSIBILITY AND ELIGIBILITY FOR AWARD TACOM 52.209-4011

- a. We will award contract(s) to the offeror(s) that;
 - 1. submit proposals that represent the best value to the Government;
 - 2. propose to meet all the material requirements of this solicitation;
 - 3. submit proposals that are affordable; and
 - 4. meet all the responsibility criteria at FAR 9.104.
- b. To make sure that you meet the responsibility criteria at FAR 9.104, we may;
 - 1. arrange a visit to your plant and perform a necessary pre-award survey or
 - 2. ask you to provide financial, technical, production, or managerial background information.
- c. If you don't provide us with the data we ask for within 4 days from the date you receive our request, or if you refuse to have us visit your facility, we may determine you non-responsible.
- d. If we visit your facility, please make sure that you have current certified financial statements and other data relevant to your proposal available for our team to review.

K-22 SOURCE SELECTION PROCESS AND BASIS FOR AWARD:

- a. The award of up to three contracts for Armored Vehicles shall be made to the offeror(s) whose proposal(s) represent the best overall value to the Government. Specifically, and upon evaluation of proposals as specified in Section K paragraph 20 through 27 herein, the Government reserves the right to make up to three awards, as a result of this solicitation, in any of the following manners:
 - 1. One award to a single offeror for all 3 armored vehicle types (i.e. five (5) light armored Ford Expeditions; five (5) light

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- armored F-150 Super Crew pick-up trucks; and five (5) light armored Ford based Vans or shuttle buses.
2. Three separate awards, with one award for the five (5) light armored Ford Expeditions; one award for the five (5) light armored for F-150 Super Crew pick-up trucks; and one award for the five (5) light armored Ford based Vans or shuttle buses.
 3. Two separate awards, with one award including the ten vehicles from two of the three vehicle types, and one award for the 5 vehicles from the third vehicle type.
 4. Award of only one or two vehicle types (as either one award or two separate awards), but not the remaining vehicle type(s).
 5. No award in the event the Government concludes no offer satisfies the RFP requirements or objectives (including affordability).
- b. The evaluation will be conducted on five evaluation areas (Schedule, Technical, Price, Past Performance, and Small Business Participation). The relative order of importance of the five Areas is detailed below in paragraph K 23. The basis for award determination will be made utilizing source selection trade-off procedures to select the best single proposal, or combination of proposals which, based on the evaluation criteria, represent the best overall value to the Government, including affordability, and offer the most advantageous approach, or approaches, for achieving overall program goals and objectives. The primary program goal and objective of the Armored Vehicle acquisition is to receive delivery of Armored Vehicles as quickly as possible, and that those Armored Vehicles (1) Provide levels of armor protection to secure vehicle and crew, and (2) offer after-armor vehicle functionality, and (3) be reasonably and realistically priced, as well as affordable.
- c Evaluation Guidance/Process:
1. Selection of the successful offeror(s) shall be made following an assessment of each proposal against the solicitation requirements and the criteria below. The criteria contained herein shall be used to evaluate and assess the information provided by the offerors in response to the information called for in Section K of the RFP.
 2. Any proposal which is unrealistic in terms of non-price Areas proposal commitments or in the Price Area, will be judged either as exhibiting a lack of competence or failure to comprehend the Government's requirements and may be so evaluated and rated, or rejected for such reasons. Furthermore, any significant inconsistency between proposed Schedule, Technical and Small Business Participation Area performance, and the Price Area, if unexplained, may be grounds for rejection of the proposal due to an offeror's misunderstanding of the work required or an inability to perform any resultant contract. The Government will evaluate each proposal strictly in accordance with its content and will not assume that performance will include areas not specified in the offeror's proposal.
 3. The Price Area and non-Price Areas of each proposal will be evaluated. However, the closer the offerors' evaluations are in the non-Price Areas, the more significant the Area of Price becomes in the decision. Notwithstanding the fact that the Price Area is not the most important consideration, it may be controlling when:
 - (a) two or more proposals are otherwise considered equal;
 - (b) an otherwise superior proposal is unaffordable; or
 - (c) the advantages of a higher rated, higher priced proposal are not considered to be worth the cost premium.
 4. Proposal Risks. Proposal Risks are those risks associated with an offeror's proposed approach in meeting the Government Requirements. Proposal Risk is assessed by the Source Selection Evaluation Board (SSEB) and is integrated into the rating of the Schedule Area, Technical Area, Price Area, and a portion of the Small Business Participation Area.
 5. Performance Risks. Performance Risks are those risks associated with the probability that an offeror will successfully perform the solicitation requirements as indicated by that offeror's record of past and current performance. Performance risk will be assessed by the Source Selection Evaluation Board (SSEB) in the Past Performance Area and in a portion of the Small Business Participation Area.
 6. Determination of Responsibility. Per FAR 9.103, contracts will be placed only with contractors that the Contracting Officer determines to be responsible, that is, those who will satisfactorily perform the necessary tasks and delivery of the required items on time. Prospective offerors, in order to qualify as sources for this acquisition, must be able to demonstrate that they meet standards of responsibility set forth in FAR 9.104.1 and FAR 9.104-3(b). In addition, the Government may assess the offeror's financial and management capabilities to meet the solicitation requirements. Accordingly, the Government reserves the right to reject an offeror who cannot satisfy the Government's requirements as set forth in this RFP. The Government reserves the right to conduct a Pre-Award Survey on any or all offerors (or their significant subcontractors, defined as any subcontract dollar value in excess of \$100,000 per performance period or if the subcontracted work is critical to the whole) to aid the PCO in the evaluation of each offeror's proposal and ensure that a selected contractor is responsible. The SSEB will consider the results of any such Pre-Award Surveys in the selection decision. No award can be made to an offeror who has been determined to be not responsible by the Contracting Officer.
 7. Rejection of Offers: The Government may reject any proposal which:
 - (a) Merely offers to perform work according to the RFP terms or fails to present more than a statement indicating its capability to comply with the RFP terms without support and elaboration as specified in Section K of this solicitation; or
 - (b) Reflects an inherent lack of technical competence or a failure to comprehend the complexity and risks required to perform the RFP's requirements due to submission of a proposal which is unrealistically high or low in price and/or unrealistic in terms

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of technical or schedule commitments; or

- (c) Contains any unexplained significant inconsistency between the proposed effort and Price, which implies the offeror has
 - (1) an inherent misunderstanding of the scope of work, or
 - (2) an inability to perform the resultant contract; or

(d) Is unbalanced as to proposed CLIN prices. An unbalanced offer is one which is based on individual CLIN prices which are unexplainably high or low,

- (e) Fails to meaningfully respond to the Proposal Preparation Instructions specified in this solicitation, or

(f) Fails to include, with the initial proposal submission on the date of RFP closing, sample armor certifications using the specified ASTM procedure for all proposed armor packages. Any proposal for a vehicle type submitted without armor certifications for all proposed armor for that vehicle type (not the others) WILL BE REJECTED WITHOUT FURTHER EVALUATION AND SUCH A PROPOSAL WILL NOT BE FURTHER CONSIDERED FOR AWARD. Offerors proposing armor types which are not certified on the date of RFP closing will be ineligible for award of any supplies involving an uncertified armor type.

8. Evaluation Process: Proposals submitted in response to this solicitation will be evaluated by Government Subject Matter Experts. Proposals will be evaluated as specified herein, to include developing narrative support for the evaluation conclusions under each Area. The Government reserves the right to reject offers, in accordance with K 22 c.7. above, without evaluation.

K-23 Evaluation Criteria

- a. Evaluation Areas: The five Evaluations Areas are:
 - 1. Schedule
 - 2. Technical
 - 3. Price
 - 4. Past Performance
 - 5. Small Business Participation

b. The Schedule Area and the Technical Area are of equal importance and each is individually more important than the Price Area. The Price Area is more important than the Past Performance Area. The Past Performance Area is more important than the Small Business Participation Area. Additionally, as required to be defined by FAR 15.304(e), the non-Price Areas, when combined, are significantly more important than the Area of Price.

K-24 Evaluation of Schedule Area:

a. The Schedule Area will be evaluated based on the merit of the proposed delivery schedule and the proposal risk probability that the offeror's proposed delivery schedule will be achieved. The delivery schedule objective for this acquisition seeks delivery of armored vehicles, to the FOB point, by 50 Days After Contract (DAC). This schedule is an objective, however, and proposals offering delivery beyond 50 days will continue to be eligible for award. Ultimately, within the Schedule Area, the Government is seeking the most attractive delivery schedule for each of the 15 armored vehicles solicited hereunder.

b. The Schedule Area proposals, as submitted by offerors, are required to include a proposed delivery schedule for each vehicle proposed by the offeror (up to 15 total vehicles). The Government's evaluation of these Schedule Area proposals will assess the extent to which the offeror's proposed schedule for each offered vehicle credibly approaches the schedule objective. Schedule Area proposals that credibly achieve the schedule objective of 50 DAC will be evaluated very favorably. Proposed delivery schedules which offer individual vehicle deliveries beyond 50 days will be evaluated as progressively less advantageous, on a day for day slip basis, the further each individual vehicle delivery moves out beyond 50 DAC. However, proposals which credibly offer delivery of vehicles within approximately 51-75 days, will continue to be evaluated favorably. Proposals that credibly offer delivery of vehicles within approximately 76-90 DAC will be evaluated neither favorably or unfavorably. Proposals which credibly offer vehicle deliveries beyond 90 DAC will be evaluated as progressively more unfavorable the further each individual vehicle delivery moves out beyond 90 DAC.

K-25 Evaluation of Technical Area.

The Technical Area consists of three elements: Element 1- Ford F-150 Crew Cab short bed pick up trucks; Element 2- Ford Expeditions; and Element 3- Ford-based vans or shuttle buses with seating capacity for 15 passengers. Each of these three elements has the identical three factors. The three factors are: Factor 1 - Armoring Design/Technical Approach, and Factor 2-Vehicle Performance and Integration Considerations and Factor 3-Experience. The three Elements are of equal importance. Factor 1 is more important than either Factor 2 or Factor 3. Factor 2 and Factor 3 are of equal importance.

a. The Government will evaluate any offered desired characteristics under Factors 1 and 2. Explanation of Evaluation of Desired Characteristics: The government will take into account the extent to which the offeror proposes to meet the desired characteristic, the relative importance of the desired characteristic, and the risk of the offeror not being able to meet what he has proposed. The desired

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characteristic evaluations will be reflected in the rating for the element under which the desired characteristic falls.

1. Extent: For desired characteristics, credit may be given for proposed performance above the minimum level up to the desired level of performance. For proposed performance between the required level of performance and the desired level of performance, a proportional credit may be given. Any credit for desired characteristics will be reflected in the rating of the element under which the desired characteristic falls. All desired characteristics below are bounded in the scope of work, except for additional warranty coverage.

Element: Pickup trucks

Factor	Characteristic	Required	Desired
Armoring Design/Technical	Ballistic Performance	rifle 7.62mm by 39mm Ball PS M1943	rifle 7.62mm by 51mm Ball M80
Performance & Integration	Limited slip rear axle ratio	3.55	3.73
Performance & Integration	Run Flat Tires	Composite Run-Flat	Hutchinson VFI Run-Flat
Performance & Integration	Warranty	Minimum coverage	Additional Coverage
Performance & Integration	After-Armoring Payload Capacity	1,200 pounds	1,500 pounds
Performance & Integration	Acceleration 0 to 60 mph	under 19 seconds	under 14 seconds
Performance & Integration	Top speed	80 mph	90 mph
Performance & Integration	Braking 60 mph to full stop	less than 185 feet	less than 165 feet

Element: Ford Expeditions or Lincoln Navigators

Factor	Characteristic	Required	Desired
Armoring Design/Technical	Ballistic Performance	rifle 7.62mm by 39mm Ball PS M1943	rifle 7.62mm by 51mm Ball M80
Performance & Integration	Limited slip rear axle ratio	Highest ratio available	3.73
Performance & Integration	Run Flat Tires	Composite Run-Flat	Hutchinson VFI Run-Flat
Performance & Integration	Warranty	Minimum coverage	Additional Coverage
Performance & Integration	After-Armoring Payload Capacity	1,600 pounds	2,000 pounds
Performance & Integration	Acceleration 0 to 60 mph	under 19 seconds	under 14 seconds
Performance & Integration	Top speed	80 mph	90 mph
Performance & Integration	Braking 60 mph to full stop	less than 185 feet	less than 165 feet

Element: Vans or shuttle bus with fifteen passenger seating

Factor	Characteristic	Required	Desired
Armoring Design/Technical	Ballistic Performance	rifle 7.62mm by 39mm Ball PS M1943	rifle 7.62mm by 51mm Ball M80
Performance & Integration	limited slip rear axle ratio	Highest ratio available	3.73
Performance & Integration	Run Flat Tires	Composite Run-Flat	Hutchinson VFI Run-Flat
Performance & Integration	Warranty	Minimum coverage	Additional Coverage
Performance & Integration	After-Armoring Payload Capacity	3,000 pounds	3,7500 pounds
Performance & Integration	Acceleration 0 to 60 mph	under 19 seconds	under 14 seconds
Performance & Integration	Top speed	80 mph	90 mph
Performance & Integration	Braking 60 mph to full stop	less than 185 feet	less than 170 feet

No credit will be given for exceeding the desired performance listed in the chart above, (or the required performance where no desired is specified) except to the extent that capabilities beyond those performance levels may reduce risk in meeting the specified level. For example, if an offeror proposes to provide a vehicle which can handle a lateral G force of .75, and no desired level is specified, he will be evaluated only on the requirement of a lateral G force of .65. However, his recognized ability to handle a lateral G force of .75 may reduce the perception of the risk of meeting the .65 requirement, which could result in a lower risk rating for the particular element under which the characteristic falls.

2. Risk: The government will assess the risk of the offeror not being able to meet the desired characteristic he has proposed. This, along with the extent to which the characteristic is proposed, will be reflected in the risk rating for the element under which the characteristic falls.

3. If an offeror is awarded a contract, all of his proposed desired characteristics will be incorporated into the contract as requirements to the extent that they were proposed.

b. Factor 1 - Armoring Design/Technical Approach.

1. The offeror's Armored Design/Technical Approach factor proposal will be evaluated to assess (a) the extent of ballistic, non-ballistic and automotive design feature protection which is offered to meet the requirements (required and desired) of RFP paragraph I.21, as well as (b) the credibility of the offeror's approach to achieve the proposed levels of protection.

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2. The level of armor protection evaluation will also include an assessment of the extent of proposed armor gaps and the credibility of offeror's proposed approach to meet the requirements of RFP paragraph I.21. Relative to the armor gap requirement, proposals will be evaluated as follows:

Very favorable: The level of armor protection will be considered very favorable where (a) the offeror credibly proposes to achieve or exceed the desired level of armor protection, (b) the ballistic floor protection credibly achieves a meaningful level of protection at or beyond the requirement in paragraph I 21 a. 2., and (c) the after armoring payload capacity meets the desired level requirement in paragraph I 21 b.3.

Favorable: The level of armor protection will be considered favorable where (a) the offeror credibly proposes to achieve the desired level of armor protection required in I 21 a.2., (b) the ballistic floor protection credibly achieves the level of protection required in I 21 a.2., and (c) the after armoring payload capacity meets the desired level in paragraph I 21 b.3.

Neither favorable nor unfavorable: The level of armor protection will be considered neither favorable nor unfavorable where the offeror credibly proposes to achieve the required level of armor protection per I 21 a.1., the ballistic floor protection credibly achieves the level of protection required in I 21 a.1., and the after armoring payload capacity meets the required level in I 21 b.3. Alternatively, the offeror indicates that payload capacity will not be met but the capacity offered has limited impact to the user.

3. The Armoring Design/Technical Area assessment will further evaluate the proposal risk probability of the offeror meeting the RFP requirement for armor gaps (See Section I, paragraph 21b.1). Proposals will be evaluated as follows:

Very favorable: - Door overlaps are sufficient to prevent splash on the door seams, firewall design covers entire firewall with armor of an adequate thickness to defeat the M80 ball at muzzle velocity (2850 ft/sec) and zero degree obliquity. The entire crew compartment design shows the vendor has virtually eliminated all gaps.

Favorable: - Door overlaps are sufficient to prevent splash on the door seams, firewall design covers all of the firewall with armor of an adequate thickness to defeat the AK-47 (PS M1943) at muzzle velocity (2400 ft/sec) and zero degree obliquity. The entire crew compartment design shows the vendor has virtually eliminated all gaps.

Neither favorable nor unfavorable - Door overlaps are sufficient to prevent splash on the door seams. Firewall design covers top of the firewall, sides of firewall and bottom of the firewall with armor of an adequate thickness to defeat the AK-47 (PS M1943) at 80 percent of muzzle velocity (1900 ft/sec) and zero degree obliquity. The crew compartment design shows the vendor has virtually eliminated all gaps.

Unfavorable - High risk that gaps exist in door seams, firewall and other areas. The crew compartment design shows the vendor has likely not eliminated all gaps and may not meet contract requirements.

Very Unfavorable - Very high risk that gaps exist in door seams, firewall and other areas. The crew compartment design shows the vendor has clearly not eliminated all gaps and will not meet contract requirements.

c. Factor 2 Vehicle Performance and Integration.

1. Vehicle Performance and Integration.

The offeror's Armored Design/Technical Approach factor proposal will be evaluated to assess

(a) the extent of after-armor vehicle performance which is offered to meet the requirements (required and desired) of RFP paragraph I.21, as well as

(b) the credibility of the offeror's approach to achieve the proposed levels of performance, for the following requirements:

- (1) Limited slip rear axle
- (2) Run flat tires
- (3) After armor payload capacity
- (4) Acceleration
- (5) Top Speed
- (6) Braking

2. The assessment will also include an evaluation of the extent, and credibility, of the offeror's proposal to limit the after-armor impact related to vehicle performance and appearance, to meet the requirements of RFP paragraph I 21, for the following requirements:

- (a) Suspension and handling
 - (1) suspension system upgrades , attachment point, related infrastructure
 - (2) achieving balanced structural loads
- (b) Appearance (interior and exterior)
- (c) Interior environmental
 - (1) noise levels

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- (2) HVAC
- (3) Lighting
- (4) Sound Systems
- (d) Transparent armor (dark tint - closest to OEM)

3. Quality.

(a) The Government will assess both the overall effectiveness of the offeror's proposed VIR to assure armored vehicles meet contract requirements and the extent quality processes contribute to and facilitate the delivery of a quality armored vehicle.

(b) The Government will assess the extent the proposal provides minimal warranty coverage and any limitations of warranty coverage. The Government will assess extra credit to any additional warranty coverage.

d. Factor 3 - Experience: The Experience Factor will assess the probability that, based on the offeror's history of relevant/recent experience, the offeror will be successful. Highly relevant experience is considered to be:

- 1. experience with identical or highly comparable armored commercial vehicles,
- 2. expedited delivery of armored commercial vehicles, and
- 3. obtaining armoring certifications as required in the scope of work.

To the extent the offeror's technical approach involves design activity, the Experience Element will also assess the extent of relevant/recent experience involving design.

K-26 Evaluation of Price Area:

a. The Price Area evaluation will consider the total evaluated price to the Government. The assessment of total evaluated price will include consideration of the reasonableness, realism and affordability of the proposed prices. A price is considered reasonable if that price does not exceed what would be incurred by a prudent person in the conduct of competitive business. Realism asks the question, "Does the proposal accurately reflect the offeror's proposed effort to meet program objectives and requirements?" The results of the realism assessment may be used in the assessment of proposal risk. Consideration of affordability may be controlling in circumstances where two or more proposals are otherwise adjudged equal, or when the superior proposal is at a price which the government cannot afford. Additionally, price may be controlling where the non-price advantages of a particular proposal are not considered worthy of the additional price involved. The government has approximately \$1,600,000 to fund the award of the fifteen armored vehicles and \$200,000 to fund all transportation expenses. A proposal which exceeds either amount can be considered unaffordable.

b. The total evaluated price will be the total Prices for CLINS 0001, 0002, 0003, 0004, 0005, 0006 and 0007, as proposed, added together.

K-27 Past Performance The Area of Past Performance will be evaluated as follows:

a. The assessment of Past Performance will be based on the offeror's and significant subcontractors' current and past records of contract performance, of contracts performed within the last 3 years, as it relates to the probability that the offeror will successfully accomplish the required effort. When addressing performance risk, the Government will focus its inquiry on the offeror's and major subcontractors' record of performance as related to program requirements including (1) technical, (2) delivery, and (3) business relations.

b. Significant achievements, problems, or lack of relevant data in any element of the work can become an important consideration in the source selection process. The existence of negative prior performance findings may result in a rating, which reflects elevated performance risk. Offerors without a record of relevant Past Performance upon which to base a meaningful performance risk prediction will be rated as "Unknown Risk", which is neither favorable nor unfavorable.

c. In evaluating each offeror's performance history, the Government will look at the offeror's delivery performance, and that of any significant subcontractors, against the contract's original delivery schedule unless the delay was Government caused. Schedule extensions that were the fault of the offeror, or a proposed Subcontractor's fault, even if consideration was provided, will be counted against the offeror. The Government will also evaluate general trends in past performance, including demonstrated corrective actions.

d. Additionally, the offeror may be evaluated based on other internal Government or private source information. While the Government may elect to consider data obtained from external sources other than the proposal, the burden on providing thorough and complete past performance information rests with the offeror.

e. A significant achievement, problem or lack of relevant data in any element of the work can become an important consideration in the source selection process. A negative finding under any element may result in an overall high-risk rating. Therefore, offerors are reminded to include all relevant past efforts, including any demonstrated corrective actions, in their proposal.

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K-28 Small Business Participation Area. The Area of Small Business Participation will be evaluated as follows:

a. The Government will evaluate the extent to which offerors identify, and commit to utilizing, SBs, SDBs, WOSBs, HBCU/Mis and HUBZone SBs in the performance of the contract. Such utilization may be as the prime contractor or a subcontractor, or as a member of a joint venture or teaming arrangement.

b. The evaluation will include the following:

1. the extent to which the proposal specifically identifies SBs, SDBs, WOSBs, HBCU/Mis HUBZone SBs, and the estimated dollar value of their participation, including the participation of the offeror, if it's a SB, SDB, WOSB, HBCU/Mis or HUBZone SB;
2. the complexity of the items/services to be furnished by SBs, SDBs, WOSBs, HBCU/Mis and HUBZone SBs;
3. the extent of participation of such concerns in terms of the value of the total subcontract amount; and
4. An assessment of the risk, based upon past performance, of the offeror actually achieving the involvement of small business concerns as proposed. Such assessment will include:

(a) For all offerors, an evaluation of performance over the past three calendar years in complying with the requirements of FAR 52.219-8, Utilization of Small Business Concerns;

(b) For offerors who are large businesses as defined by the Standard Industrial Code applicable to this solicitation, an additional evaluation of past performance over the last three calendar years in complying with the requirements of FAR 52.219-9, Small Business Subcontracting Plan. Where a large business has not held a contract that included 52.219-9, its prior performance will be evaluated against 52.219-8 only.

c. Proposals will be evaluated most favorably where the proposal credibly reflects subcontracting of at least 20% to small firms.

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Appendix A Vehicle Integration Matrix (1 Electronic/ 1 Paper copy)

Indicate in the format below (MS Excel preferred) what you are including in your proposal for each vehicle type. List brand or manufacturers name in the block where applicable. Provide short narrative description where applicable (e.g., Method of applying tint). Where more than 1 configuration is being offered within a vehicle type list the number of vehicles for each configuration (e.g. Limited slip rear axle: 3.73/#3, 3.55/#2) This matrix is a minimum format and should not be considered all inclusive. The offeror should add any additional items to the matrix that they believe may have been overlooked and should be considered in the proposal review.

Item	Included	Remarks (Yes/No/NA/Other/#)
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Vehicle Configuration

Vehicle Type:

Body style:

- (1) SuperCrew Pickup:
- (2) Van:
- (3) Shuttle Bus:
- (4) SUV:

Quantity:

Model year:

Four-wheel drive:

Wheel base:

Passenger seating:

Vehicle manufactured for export

(If so, specify Country or Region):

- (1) Engine:
- (2) Transmission:
- (3) Rear axle type:
- (4) Rear Axle ratio:
 - a)3.73 (desired)
 - b)3.55 (required)
 - c)Other (specify)
- (5) Single Rear Tires:
- (4) Air conditioning (Front):
- (5) Air conditioning (Rear):
- (6) Tinted glass equal to the darkest tint offered by Ford:
- (7) Method of applying tint (explain):
- (8) Tailgate lock:
- (9) Heavy-duty suspension (specify):
- (10) Trailer towing package:
- (11) Heavy-duty electrical / cooling group:
- (12) Heavy-duty Auxiliary Battery:
- (13) Power windows and locks:
- (14) Paint/trim colors:
- (15) Additional Option Packages (List):
- (16) Metric Speedometer:

Armor Package

- (1) Windows
 - a) Operable Front Windows (left and right) (Required):
 - b) 4 to 6 inch Front Window opening (Required):
 - c) Positive window and motor stops at the fully open and closed positions:
 - d) All other windows non-operable:
- (2) Explosion-proof/self sealing fuel tank (describe method):
- (3) Ballistic protection for the battery or a contractor-provided gel style battery (Describe):
- (4) Ballistic protection for the vehicle management system (engine computer) if located outside of passenger compartment (Describe):
- (5) Interior/exterior intercom system:
- (6) Anti-theft kill switch incorporated in a government chosen location:
- (7) Deactivation switch for all front-seat air bags (Describe)
- (8) Tailpipe screen/protection and a locking gas cap:
- (9) Installation of second protected battery (backup) or gel cell battery, with primary-secondary switch accessible to the vehicle operator (Describe):
- (10) Child protection locks on all passenger doors shall be disabled:
- (11) Airlift tie-down brackets:

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Name of Offeror or Contractor:

- (12) Car jack, for changing tires, must accommodate the weight of the vehicle, after armoring:
- (13) Exterior door locks
 - a) hardened(Describe):
 - b) alternatively, vendor proposed second or backup system (Describe):.
- (14) Ram Bumper on the front:
- (15) Tempered Aluminum / Polycarbonate tonneau cover with lockout mechanism for all pick up trucks (Describe):
- (16) Armor Kit Maintenance Guide in English and Spanish:
- (17) Run-Flat Tires and run-flat spare:
 - a. Composite Run-Flat (CRF)(Required)(Specify):
 - b. on-off road tires at the appropriate load range (Required)(Specify):
 - c. Two piece aluminum wheel with a rubber run-flat incorporating a bead locking design (Desired) (Specify):

Warranty

- (1) Remaining manufacturers warranty assigned (Required)(Describe):
- (2) Additional automotive warranty offered (Desired)(Describe):
- (3) Armoring Warranty (Describe):
 - a) Opaque armor:
 - b) Transparent armor:
 - c) In-country service:

*** END OF NARRATIVE K 002 ***